MARKETS GROUP

Private Wealth France Forum

A Meeting of Regional HNW Wealth Managers, Private Banks and Family Offices – September 12th, 2018
Marriott Champs Elysées, 70 Avenue des Champs-Elysées, Paris, France

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Confirmed Speakers

Jonathan Kieffer, Head of Asset Allocation, Investment Advisory Services, **Societe Generale Private Banking**

Vincent Izrael, Managing Director, Investment Team Leader, **J.P. Morgan Private Bank France**

Olivier Raingeard de la Blétière, Chief Investment Officer, **Banque Neuflize OBC**

Gilles Prince, Chief Investment Officer Switzerland & Head of Discretionary Portfolio Management, **Edmond de Rothschild**

Dominique Benoit, Head of Private Banking France and Equity Partner, **Pictet Wealth Management**

Rachid Medjaoui, Deputy Chief Investment Officer, **BPE - Banque Privée Européenne**

Jacques Lemoisson, Chief Investment Officer, **Banque Cramer and Cie**

Jean-Jacques Friedman, Chief Investment Officer, **Natixis Wealth Management**

Bernt Kok, Director, Private Wealth Management, **ABN AMRO Bank N.V.**

Frédéric Largeron, Director of Private Banking, **Crédit du Nord Banque Privée France**

François Essertel, Head of Private Banking, **HSBC Private Bank France**

Laurent de Swarte, Founder, **AGAMI Family Office**

Thierry Brunel, Founder and Chief Executive Officer, **Eleaur Family Office**

Edmée Chandon-Moët, President, **Family & You**

Alex Felman, General Partner, **Felman Family Office**

Robert Anthony, Founder, **Anthony & Cie**

Olivier Levy, President, **Levy Capital Partners**

Anice Chlagou, Co-Founder, Director-General, **Letus Private Office**

Benjamin Durand, Founder, **B. Durand Capital Partners**

Lead Partner

BNP Paribas Asset Management

Contributing Partners

Allianz Global Investors | Aviva Investors | Ayaltis | Investec Asset Management

Palindromes Inc. | Rothschild & Co | Talence Gestion

7:30 Registration and Welcome Coffee

8:35 Breakfast Workshop - Emerging Markets: Transformation from Within
Across emerging markets, a significant evolution is taking place: many companies are progressing up the value chain, drawing on skills and innovation to drive profitability rather than relying on cheap labour and cyclical factors. These businesses are strong, generate sustainable cash flows, capture the positive and enduring impacts of ESG awareness and typically deliver compounding returns throughout market cycles. Even as cyclical forces turn in emerging markets' favour, investors should assess the long-term, innovation-led economic changes taking place.

9:05 Host's Welcome
Samuel Siemons, Program Manager, **Markets Group**

9:10 Chairman's Welcome
Speaker, Managing Director, **BNP Paribas Asset Management**

9:15 Panel Discussion: Opening Bell: Economic, Political & Global Market Outlook
Currently we find ourselves in a positive domestic GDP environment, with optimistic corporate earnings growth, improving Eurozone growth and a strengthening Euro to boot. How do our panelists account for these and other factors that could affect their global investment and business decisions related to operating a wealth management organization? What effect, if any, are having the changes brought forth by MiFID 2 in its first year?
Moderator:
Bernt Kok, Director, Private Wealth Management, **ABN AMRO Bank N.V.**
Speakers:
Gilles Prince, Chief Investment Officer Switzerland & Head of Discretionary Portfolio Management, **Edmond de Rothschild**
Jacques Lemoisson, Chief Investment Officer, **Banque Cramer and Cie**
François Essertel, Head of Private Banking, **HSBC Private Bank France**
Karla Klingner, Chief Executive Officer, **Palindromes**
Didier Bouvignies, General Partner, Chief Investment Officer, **Rothschild & Co**

9:55 Morning Presentation: Boosting your Returns with Factor Indices
Factors are company characteristics that have been used for decades to successfully select stocks and construct portfolio strategies that tend to out-perform market capitalisation indices on a risk-adjusted basis over horizons of three or more years. These include measures of value, profitability, competence of management, risk and stock price trends of companies. Factor strategies select stocks from the cheapest, most profitable, better managed and least risky companies with the strongest market performance. Factor indices are the most transparent systematic approach to designing factor strategies. We present four factor index strategies and illustrate their impact on portfolio returns and risk.
Speaker:
Speaker, Managing Director, **BNP Paribas Asset Management**

10:15 Panel Discussion: Private Client Roundtable – Advanced Asset Allocation
There are many styles and approaches to allocating assets in the HNW and UHNW portfolio. How do our panelists view this process at their organizations? What are their processes based on? What adjustments are on the horizon in light of the current and anticipated market environment?
Moderator:
Thierry Brunel, Founder and Chief Executive Officer, **Eleaur Family Office**

Speakers:
Jonathan Kieffer, Head of Asset Allocation, Investment Advisory Services, **Societe Generale Private Banking**
Frédéric Largeron, Director of Private Banking, **Crédit du Nord Banque Privée France**
Benjamin Durand, Founder, **B. Durand Capital Partners**
Patrick A. Belger, CEFA, Director, European Head of Product Specialist Multi Asset Liquid Alternatives, **Allianz Global Investors**

10:55 Morning Networking Break

11:25 Panel Discussion: Fixed Income: Realistic Expectations and Ways to Enhance Returns
With bond yields and spreads near historic low levels, and roughly $15 trillion government debt around the world with negative yields, where can opportunities in the fixed income markets today be sought? In this extremely low interest rate environment, what role does fixed income play and what is a reasonable yield range to expect out of a balanced portfolio in the near to mid-term? Our panelists will discuss ways to improve returns and the potential risks ahead.
Speakers:
Rachid Medjaoui, Deputy Chief Investment Officer, **BPE - Banque Privée Européenne**
Speaker, Managing Director, **Investec Asset Management**

12:05 Roundtable Discussions – Session One
In the format of roundtables, small discussion groups are formed by topic. These sessions are peer-to-peer discussions to share viewpoints, test theories, ask questions and make connections. Each session's discussion is facilitated by a session moderator and joined by a limited number of attendees.
Table 1 - Outsmarting Smart Beta with Factor Investing
Hosted By: **Speaker**, Managing Director, **BNP Paribas Asset Management Paribas**
Table 2- Exploring Opportunities in Hedge Funds
Hosted By: **Son Nguyen**, Chief Executive Officer, **Ayaltis**
Table 3- Credit Opportunities: An Alternative to Traditional Credit Market to Generate a Stable Income.
Hosted By: **Hervé Dejonghe**, Director, Senior Credit Portfolio Manager, **Allianz Global Investors**
Table 4- Seeking equity investment opportunities in a strengthening Europe
Hosted By: **Jean-François Arnaud**, Fund Manager, Partner, **Talence Gestion**
Table 5- Global Investment Opportunities In A Rapidly Changing International Trading Environment
Hosted By: **Karla Klingner**, Chief Executive Officer, **Palindromes**
Table 6- Alternative Investments
Hosted By: **Didier Bouvignies**, General Partner, Chief Investment Officer, **Rothschild & Co**
Table 7- Fixed Income
Hosted By: **Speaker**, Managing Director, **Investec Asset Management**

13:05 Networking Luncheon

14:05 Panel Discussion: Today's Equity Market: Trends vs Fads
The world's equity markets have moved significantly higher since the financial crisis of 2008. Performance has recently diverged among global equity markets given a variety of macroeconomic and geopolitical factors. Amid constantly evolving markets and myriad investment products available today, how should plans adjust, if at all? Where do niche managers, smart beta and active ETFs fall into this constantly evolving conversation? What approaches can help achieve an optimal balance between alpha generation and risk mitigation to help meet return targets for the long term? Our panelists will discuss the latest in all things equity investing, and give their take on what they deem to be trends with real backing and value vs investment jargon and fads.
Moderator:
Jean-Jacques Friedman, Chief Investment Officer, **Natixis Wealth Management**
Speakers:
Vincent Izrael, Managing Director, Investment Team Leader, **J.P. Morgan Private Bank France**
Olivier Raingeard de la Blétière, Chief Investment Officer, **Banque Neuflize OBC**
Jean-François Arnaud, Fund Manager, Partner, **Talence Gestion**

14:45 Roundtable Discussions – Session Two
In the format of roundtables, small discussion groups are formed by topic. These sessions are peer-to-peer discussions to share viewpoints, test theories, ask questions and make connections. Each session's discussion is facilitated by a session moderator and joined by a limited number of attendees.
Table 1- How to implement a unique health service into your wealth management proposition to attract and retain your clients?
Table 2- Achieving robust decorrelation through a multi-strategy systematic approach
Table 3- Integrating ESG in global equities investment
Table 4- Building Packaged solutions for retail with ETFs
Table 5- Opportunities for yield in today's current fixed income environment
Table 6- What diversification looks like in 2018

15:15 Afternoon Networking Break

15:35 Panel Discussion: Emerging and Opportunistic Alternative Investing
Family offices that built wealth through private companies are traditionally comfortable allocating significantly to private markets. How are HNW advisors opportunistically looking at expected returns across alternatives including: currency, private equity, real estate, hedge funds and credit investments? Additionally, there are a growing number of new, high potential and high impact investments opportunities emerging under the Alternatives banner. From Blockchain to cannabis, agricultural funds, water and green technologies, our expert panel will dissect what sub sectors are developing and where HNW investors are looking to next.
Moderator:
Robert Anthony, Founder, **Anthony & Cie**
Speakers:
Dominique Benoit, Head of Private Banking France and Equity Partner, **Pictet Wealth Management**
Olivier Levy, President, **Levy Capital Partners**
Son Nguyen, Chief Executive Officer, **Ayaltis**

16:15 Panel Discussion: The New Family Office?
An increasing globalization is seeing family offices opening in emerging markets, while technological progress is changing the ways in which they operate. Additionally, as the number of ultra-high-net-worth families proliferates, so too does the number of single and multi-family offices. With this increase occurring on a global scale, there comes inevitably a shift in the mindset and attitudes of succeeding generations -Gen X and millennials will indeed control over 30 trillion in assets by 2020, which is over half of investable assets worldwide. Our panelists will discuss the adjustments and modifications “old generation” family offices will have to make in order to meet the needs of both evolving markets and the generations to come.
Speakers:
Laurent de Swarte, Founder, **AGAMI Family Office**
Edmée Chandon-Moët, President, **Family & You**
Anice Chlagou, Co-Founder, Director-General, **Letus Private Office**
Alex Felman, General Partner, **Felman Family Office**

16:55 Chairperson’s Closing Remarks
Speaker, Managing Director, **BNP Paribas Asset Management**

17:00 Cocktail Reception
Join us for an informal gathering with some of the region’s leading family offices, wealth managers, and private banks to continue the conversations of the day.

18:00 Close of Conference

18:30 Invite Only Post-Event Dinner
Hosted By: **BNP Paribas Asset Management**

MARKETS GROUP

Global Private Wealth Forums

3rd Annual Private Wealth UK Spring Forum
London, February 20, 2018

3rd Annual Private Wealth Switzerland Forum - Geneva
Geneva, March 15, 2018

Private Wealth Europe Forum
Paris, April 17, 2018

Private Wealth Spain Forum
Madrid, May 9, 2018

Private Wealth Nordics
Stockholm, May 29, 2018

Private Wealth France Forum
Paris, September 12, 2018

Private Wealth Benelux Forum
Amsterdam, September 19, 2018

Private Wealth Germany Forum
Munich, October 17, 2018

6th Annual Private Wealth Latin America & The Caribbean Forum
Miami, October 16 & 17, 2018

3rd Annual Private Wealth UK Autumn Forum
London, November 27, 2018

3rd Annual Private Wealth Switzerland Forum - Zurich
Zurich, December 10, 2018